



**SPA AND POOL CONTRACTORS INSURANCE PROGRAM (SPLASH)
Supplemental Application
Commercial Affiliation Marketing (CAM®)**

| | | | |
|---------------------------------|-------------------------------|--------------------------------|--|
| Account Name | | Producer Name | |
| Account Contact Name | | Producer e-mail address | |
| Account web site address | Account e-mail address | Date Completed | |

Definitions of *italicized terms* are provided at the end of the supplement.

Please attach a list of the risk's jobs (job list) for the last two years as well as a list of the jobs committed to for the next 12 months.

1. Risk is operating as:

| | | | |
|---------------------------------------|-------------------------------------|-----------------------------------|-------------------------|
| <i>Construction Manager</i> _____% | <i>General Contractor</i> _____% | <i>Prime Contractor</i> _____% | Subcontractor _____% |
|---------------------------------------|-------------------------------------|-----------------------------------|-------------------------|

2. **A.** Enter the percentage of the risk's work for the categories listed below. Include all work for each category, whether self-performed or sublet to others. For *residential/habitational* pool & spa construction work, include patio and/or deck construction.

Percentages based on: (Check one) Payroll Sales

| | | | |
|---|---|---|--|
| <u>Residential/Habitational pool & spa construction work:</u> _____% | <u>Residential/Habitational pool & spa service and repair work</u> _____% | <u>Non-residential/habitational pool & spa construction work:</u> _____% | <u>Non-residential/habitational pool & spa service and/or repair work</u> _____% |
|---|---|---|--|

2. **B.** Does the risk build or install *indoor* residential pools and/or spas? Yes No

3. Enter the percentage of operations from the following? Percentages based on Sales Payroll

| | |
|---|---|
| Installation of above ground pools _____% | Pool/spa service/maintenance _____% |
| Installation of in-ground pools (concrete/gunite) _____% | Pool/spa repair/rehabilitation _____% |
| Installation of in-ground pools (vinyl-lined) _____% | *Retail pool, spa, hot tub sales _____% |
| Installation of in-ground pools (fiberglass) _____% | *Retail pool/spa chemical sales _____% |
| Installation of spas/hot tubs _____% | *Retail patio furniture/pool supplies/accessories sales _____% |
| *Whsle. distr. of pool & spa supplies/accessories _____% | *Holiday decoration sales _____% |
| Installation/construction of <i>indoor</i> residential pools and/or spas? _____% | |

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***100% retail or wholesale/distribution operations are not eligible for the SPLASH program.**

4. Please indicate the percentage of the risk's operations in the following categories?

| | |
|--|--|
| **Pool/spa chemical wholesale distribution_____% | **Blasting or use of explosives_____% |
| **Importation of foreign products_____% | **Pool installation in upper floors/rooftops_____% |
| **Pool/spa chemical repackaging, mixing, dilution _____% | **Construction or maintenance of industrial or chemical sedimentation ponds, retention ponds or artificial lakes_____% |
| **Pool management services such as lifeguards_____% | **Sales of recreational vehicles (i.e.: mopeds, etc.)_____% |
| **Hourly rental services for spas/hot tubs, tanning booths, etc._____% | **Original equipment manufacturer of products for the pool/spa industry_____% |

****High hazard operation. Consult your underwriter.**

5. Does the risk have any other operations, other than those described above and on the preceding page? If **Yes**, please describe in detail below: Yes No

6. List the states the risk has worked in during the last five years:

7. Has the risk installed an *EIFS* product, or similar exterior finishing system product, in the past? If yes, please describe types of installations and approximate year of installations below: Yes No

8. Will the risk install an *EIFS product*, or a similar exterior finishing system product on future projects, if asked to do so? Yes No

9. Any current or past involvement with a **commercial or industrial wrap-up (OCIP or CCIP)?** Yes No

Any current or past involvement with **residential or habitational wrap-ups (OCIP or CCIP)?** Yes No

10. Has the risk ever been named in a claim and/or litigation regarding faulty or defective construction or workmanship, including claims due to *subsidence* or use of an *EIFS product*? Yes No

If **Yes**, was risk acting as a general, prime or sub-contractor?

If **Yes**, was it a *residential/habitational* or *mixed-use* building?

If **Yes**, provide a description of the work and status or outcome of the claim or suit:

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11. Does the risk have knowledge of any pre-existing act, omission, event, condition or damages to any person or property that could potentially give rise to any future claim or legal action? Yes No
If **Yes**, please describe below:

If the answers to questions 7, 8, 9, 10 or 11 are Yes, stop here and discuss the risk with your CNA underwriter.

12. Does the risk own **OR** operate a quarry, sand pit or gravel pit? Yes No

13. Does the insured communicate with the One-Call Service Center and the area utility owners who are not members of the One-Call Service Center, prior to all scheduled excavation work? Yes No

If **No**, the account is ineligible for the SPLASH program.

14. Has the insured obtained certification of participation in a Pool "Popping" Prevention seminar or established written procedures to control pool "pop-up" losses? Yes No

If **No**, please discuss the account with your underwriter.

15. Is pool/spa design and installation completed in accordance with ANSI/NSPI technical standards? Yes No

16. Has the risk been cited for any OSHA violations in the last three years? **If yes**, please explain below:

17. Does the risk have an architect or engineer on staff?

If **Yes**, does the risk carry professional liability insurance?

If **No**, does the risk require the architect or engineer to carry their own professional liability insurance?

18. Enter the percentage of the risk's receipts in work sub-contracted to others: _____%

19. Below, list the types of work the risk subcontracts to others:

- Does the risk obtain certificates of insurance from **all** subcontractors? Yes No
- Is there a Diary System in place to track expiration dates of certificates of insurance? Yes No
- Is the risk named as an additional insured on **all** subcontractors' policies? Yes No
- Does the risk require **all** subcontractors to carry primary limits equal to or greater than their own? Yes No
- Does the risk use written subcontractor agreements containing hold harmless/indemnity agreements in favor of the risk? Yes No

20. Indicate the types of subcontractor agreements the risk typically uses:

Standard (AGC, AIA contracts) Custom Other

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21. Does the risk retain job files? Yes No
 If **Yes**, how long are they retained?
22. Does the risk have a quality control program? Yes No
 If **Yes**, is it (check one) Informal Documented
23. Does the risk have a New Hire Orientation Program with pre-hire physicals and drug screenings? Yes No
24. Are safety meetings held on at least a quarterly basis; do managers and employees attend, and are attendance records kept? If less than quarterly, how often? Yes No
25. Trade association membership? NSPI Others? (list below): Yes No

Note: Membership in a trade association is **not** a requirement for insurability.

Producer's Signature

Date

Applicant's Signature

Date

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DEFINITIONS

Construction Manager: Construction managers evaluate various construction methods to determine the most cost-effective plan and schedule for the project and are ultimately responsible for ensuring that all work is completed on time and within budget. They schedule all required construction site activities into logical steps, budget the time required to meet specific deadlines and determine the labor requirements needed to complete the project. They direct and monitor the progress of all construction activities at the jobsite including the selection, coordination and oversight of trade contractors hired to complete specific pieces of the project. They oversee the delivery and use of materials, tools, and equipment as well as the quality, productivity and safety aspects of the project. They are responsible for obtaining all necessary permits and licenses, and depending on the contractual arrangements, may direct and/or monitor compliance with building and safety codes and other relevant regulations.

EIFS: Exterior Insulation Finishing Systems - multi-layered exterior wall systems (which resemble stucco in appearance) that are used on both commercial buildings and residential homes.

General Contractor: A contractor who subcontracts work to others in excess of 50% of its total receipts, exercises primary control of the job site, and is named in the construction documents as the general contractor of record.

Mixed-Use Building: Buildings which include both commercial occupancy and residential/habitational occupancy, and in which 30% or more of the building's square footage is being used for, or is intended to be used for, human residency.

Prime Contractor: A contractor who executes the construction contract directly with the project owner. The principal contractor on a construction project.

Residential/Habitational: Any structure intended for human residency including but not limited to single or multi-family housing, apartments, condominiums, townhouses, planned unit developments and also includes their common areas and/or appurtenant structures including swimming pools, hot tubs, spas, jacuzzis, detached garages, guest houses or any similar structures. Residential and habitational also includes any buildings or structures where 30% or more of the structure's square footage is being used for or is intended to be used for human residency.

Subsidence: Any movement of land or earth including: landslides; mudflow; earth sinking, rising, and shifting; collapse or movement of fill, earth settling, slipping, falling away, caving in, eroding or tilting; and earthquake.

Tract Housing: Developments where the houses are similar in price, physical characteristics, lot size and square footage; numerous houses of similar or complementary design constructed on a given expanse of land.

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Trenchless Excavation Construction (TEC): In the past, the most common method for this type of utility line construction was auger boring, in which the casing pipe is simultaneously jacked through the earth while removing the spoil inside the encasement by means of a rotating flight auger. When this method was developed the maximum bore length was 40-70 feet or the width of a two-lane road. In more recent years, trenchless excavation construction (TEC) has rapidly evolved to encompass many different methods and enhanced equipment has increased the maximum bore lengths to as much as 6,000 feet depending on the method and soil conditions. As a result, TEC methods are not limited to street crossings and are used for "tunneling" beneath railroad crossings, airport runways, buildings, large open areas/parks, or wherever minimal disruption to the topography is desired.

Wrap-up (OCIP): A policy providing coverage(s) for all interests in a major construction project. Also known as an OCIP (Owner Controlled Insurance Program) or a CCIP (Contractor Controlled Insurance Program).

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